

## FIVE MILLION ADDED TO CITY'S FACTORY CAPITAL IN FOUR YEARS

C. W. Howard Reviews Progress Since Germany Ran Amuck.  
Outline of Activities of Industrial Bureau.

"Officially we have been in war but seventeen months, but for four years business has been a big brother to war. Before we received the overt act, business had a keen suspicion that, regardless of Washington, we were in it for the 'duration' and all true Americans had chosen their standard, and so far as the records show no single one of them elected to serve under the Kaiser's flag.

"During the past four years there has been but little room for thought other than the 'trappings of war.' As a result city expansion waited, or was supposed to wait, with all other peaceful pursuits, and so it became a fight not for expansion, but against contraction. Cities drawing immense government contracts for war material were able to pay fabulous wages and these cities naturally drew labor from the cities not so favored.

"Chattanooga, having no war contracts or government-operated war plants, had to guard herself from an outside drain on her labor, not alone on labor, but on machinery itself. Unheard-of prices for used machinery were offered. In some instances it was quite a temptation for the manufacturer to 'cash in' and then wait for the inevitable time when values for machinery would again drop. But Chattanooga manufacturers have a pretty strong vision of their own—they stuck and advanced wages as their selling price advanced, making a fair division with labor. As a result their labor loss was small, and so far we have lost but one factory and we have added to our manufacturing capital over \$5,000,000 and secured fifty-four new industries in the past four years. This is a record no other city of our class can approach. The future looks good. Our after-the-war adjustments will be very light as compared with many other cities which have grown opulent on war profits, and which have advanced wages correspondingly. They will face a rather serious condition. It is one thing to advance wages and quite another to reduce them.

"Another thing in favor of Chattanooga's future, our manufacturers have been fairly well able to take care of their domestic trade so that after the war they will have no excuses to make to the home trade, and a negligible adjustment to make with labor. With these in our favor Chattanooga ought to do very much better than she has in the past.

"Then, too, the obstruction to year-round through navigation to the Ohio at Muscle Shoals will have been removed. In the meantime, if the Tennessee delegation at Washington will push the improvement of the Tennessee river between Hale's bar and Decatur, Ala., we will then have our long-hoped-for six-foot gauge to the Ohio and also a very badly needed 25,000 horsepower developed at Belfort and Cole's bend bar. With this added power, Chattanooga can securely rest in the assurance of

factory additions that will exceed the past four years' record.—C. W. Howard, secretary Chattanooga Industrial bureau.

Few, if any, southern cities can equal Chattanooga's record of permanent expansion during war times. Everything which has come to Chattanooga will stay and will grow, as the additions which have been made to the sum of industrial enterprises follow the old Chattanooga rule of diversification, and are dependent upon no single condition or circumstance for continued prosperity.

The work of the Chattanooga Industrial bureau has been especially gratifying during the period of the war. Originally formed as a civic promotion association, having the industrial expansion of the city as its chief object, under Mr. Howard's secretaryship the bureau has added scores of other activities to its purposes, without losing sight at any time of the main issue.

Since the establishment of the bureau—gathering of business statistics and data for firms already here has become a large part of the bureau's work. Figures on markets, raw materials, labor, transportation, etc., compiled accurately have done much to advance the interests of established enterprises as well as to induce the location of new concerns in the Chattanooga district.

In the gathering of figures relating to the mineral wealth of the section the office has been especially thorough and enthusiastic, working in conjunction with a number of well-known geologists and mining engineers.

Through the data compiled by the bureau a number of industrial publicists deserving the adjective of classic have been greatly facilitated in preparation, and much of the argument presented in the Muscle Shoals brief had its origin in the office of the bureau.

Following is a list of factories located during the war period by the efforts of the industrial bureau:

Factory.	Investment.
Chattanooga Stamping and Enameling company	\$125,000
Signal Knitting mill	200,000
Phillips Excelsior works	30,000
Chattanooga Handle Co.	30,000
Mascot Stove Mfg. Co.	50,000
Hitt Lumber and Box Co.	40,000
Marion Extract works	150,000
American Hame and Single-tree Co.	30,000
American Shovel Co.	25,000
Banks-Mitchell Co.	5,000
Bird-Wilcox Oxygen Co.	20,000
Nick-a-Jack Hosiery mill	75,000
Tennessee Paper mill	200,000
Chattanooga Gas and Coal Products Co.	750,000
Van Winkle Motor Truck Co.	20,000
Kalbfleisch Chemical corporation	250,000
Wilson & Co.	350,000
Chattanooga Warehouse and Compress Co.	65,000
Chattanooga Cereal Co.	40,000
Central Glass Co.	20,000
Scherer Manufacturing Co.	25,000
Burdette Oxygen Co.	75,000
DeCamp Glass Casket Co.	250,000

Want Ads in The News Bring Quick Results.

## HAMILTON COUNTY SAVES FOOD WITH INTELLIGENCE

Details of Magnificent Response of Public to Mr. Hoover's Plans.

(By J. W. Abel, County Food Administrator.)

The organization of the local food administration was like that of practically every other local war activity without a precedent and with little conception in the outset of just what would be expected of it.

The abstract divisions suggested from Washington were production, conservation, distribution, publicity and labor. From at least three of these divisions, production, conservation and publicity, it was evident that the logical seat of administration should be the office of superintendent of schools, because from there through the splendid work of Mr. Landess and Mrs. Landess, increased production and conservation were already heavily featured. Then, no more effective means of publicity can be found, at least for the country people, than through the schools. The labor division called upon us to enroll all available mechanics for shipbuilding and cantonment work for which we registered some 1,500 names which we turned over to the local government employment bureau. In the early spring, under the leadership of Bachman, the boys of Hamilton county were enrolled for farm and other labor.

The most complex division of all to handle has been that of distribution, for it is this that more directly touches everybody and in which practically all of the regulations are found. The working out of our county administration has been more of an evolution than a direct organization because the duties of office have fallen like the autumn leaves from the trees, gradually at first, but constantly increasing until the administrator's desk, like the ground of the forest, was covered a foot deep in leaves—from the state office and local calls. They had to be gathered and classified before they could be assorted.

This was the perplexing part and almost distracted the administrator. It was a problem to find people adapted to the handling of each of the commodities who were willing to do so on a Vanderbilt salary. A lot of the folks wanted a position with a salary.

Co-operation of Local Citizens. The first effort at departmenting was to secure a price fixing committee—one that would represent all interests including the public.

John Stigmater, for his broad acquaintance with all food stuffs as a jobber and one who has the confidence of everybody who knows him, was made chairman. S. E. Drake, a prominent service grocer; Frank McDonald, representing the cash and carry plan of sale, and J. S. Rodriguez, a private citizen, were selected to meet weekly with the administrator and fix prices.

W. E. Brock, as a manufacturer of candy, almost out of a business owing to the administration regulations on sugar, was put in charge of that department.

D. A. Landress, of Trotter Bros., through his mercantile experience thoroughly acquainted with flour and substitutes, was put in charge of these. Howard McCall, manager for J. H. Allison packing house, was given meats and control of poultry and eggs.

Geo. Bradford, head of the A. B. C. bakery, is the director of bakers.

John Lovell, of the Patten Hotel, succeeded in placing at the director of hotels and restaurants.

C. A. Noone presides over the automobile dealers.

T. F. Mahoney, sealer of weights and measures, assisted by S. L. Carter, controls the manufacture and delivery of ice, together with the inspection of all produce and perishables rejected or held for adjustment by the local consignee.

B. E. Tatum is chairman of the department of enforcement for settling disputes between shipper and consignee, and for the enforcement of food regulations of the administration. These men have all been selected for their peculiar fitness each for his place, because of their patriotic devotion to the cause for which we are fighting, their general public interest, their reputation for a square deal, and the confidence that they would meet universal approval. Not one of them draws one cent for the services he renders, yet, busy as they are, they respond to calls to conferences and to duties assigned as readily as do our boys to the bugle call.

Public Gives Heartiest Support.

A discussion of the work of each of these departments might be interesting, but time here permits only a word as to the response given us by the public. It is marvelous to see the changed attitude of nearly all our people toward the food regulations. At first only the most loyal and patriotic accepted the restrictions without protest; but now, it's rare to hear a complaint even against wheat substitutes, and often women exclaim, "I've done my canning without a grain of sugar. Karo answers every purpose." Another, "We don't begin to use our allotment of two pounds per month." "Just anything to help our allies and our boys to keep rolling up the western front."

Not one penny has been paid for services rendered at this office; yet the thousands of telephone calls and interviews have all been cheerfully directed by Mrs. Ida M. Longley to the proper department, besides every explanation she could make to shield the department has been settled at her desk. Certainly she is entitled to all the credit that can possibly be accorded her.

## TAKES LEAD DEVELOPMENT MOTOR TRUCK EXPRESS

Chattanooga First City in South to Become Center of Such a Service.

The simple announcement that a motor truck express line is now in operation from Chattanooga into the surrounding territory probably does not start an especially profound train of thought in the mind of the average person, but the inauguration of this new venture possesses a significance far beyond the ordinary. The congestion now existing on every freight line in the entire country is a matter of common knowledge, and inasmuch as it is a vital necessity of the successful prosecution of the war that the vast quantities of ordnance material and supplies of every kind, which are being turned out every day in our factories and mills, be shipped as rapidly as possible to eastern ports, it is evident that this congestion of freight traffic presents a real problem at the present time. Although it is true that, since the government took over the control of the railroads, shipments of freight destined for our forces in France have the right-of-way over all other shipments, still there are hundreds of cars

## HAMILTON COUNTY MEETS MR. HOOVER MORE THAN HALF WAY

Acres Increase Over 1917 Shows That Home People Are Surpassing Highest Hopes—3,500 More Acres of Corn, 1,400 of Wheat—Others in Proportion.

Before war was declared last year agents of the division of extension, college of agriculture, came to those in charge of food production here advising that plans be gotten under way for a big food production campaign, since war was almost sure to be forced upon us. Soon after came the declaration that the United States would take no orders from a war-mad autocracy, that she would divert from her peaceful pursuits and devote her unlimited resources of men, money, materials and foodstuffs not only until no Hun should dare give orders to her, but until all nations were free. One hour before Chattanooga held her first patriotic war meeting a group of her foremost citizens, farmers, bankers and business men met in the chamber of commerce and outlined plans for a campaign of the entire county in the interest of a war-time effort at food production. At once every community held a mass meeting and pledged their every effort to the needs of their government. Nature blessed their efforts and it is now a matter of history that Hamilton county produced, by 50 per cent, the greatest crop in her history.

All through the summer and winter farmers' sons marched away by the hundreds to render that service which only the strong and the brave can render. Spring this year found many service flags and few farm hands in the county. And yet the call came from Mr. Hoover for food and still more food. Our soldiers must be fed and our allies sustained. Another campaign was put on, this time not to stir up a determination, but to plan ways by which the problem could be solved. And it was decided that, by using machinery by which one man could do the work of two, by doubling the amount of fertilizer per acre, and by planting seed of highest yielding power,

the right answer could be given. In a similar campaign all over the state, Hamilton county turned in the greatest percentage of her farms pledged to an increased production of any county in the old Volunteer state. Last year the maximum production was thought to have been reached, but a compilation of the actual acreage of 1,300 of Hamilton county's 1,600 farms show the following acreage increase for 1918:

Corn	3,500
Wheat	1,400
Potatoes	500
Sweet potatoes	300
Soy beans	2,500
Cowpeas	2,500
Hay crops	1,500
Sorghum	400
Home gardens	200
Brood sows	500

These crops are in and have been well cultivated. So far the seasons have not been favorable as last year and only the harvest can tell what the final answer will be.

Not only have the "farm crops" in Hamilton county been increased but the "crop of farmers" has been very much augmented. It is true they are "city farmers," and they just garden a little in backyards and on vacant lots, but their efforts are helping them get off Uncle Sam's neck, and let the work of his sturdy farmer sons count for the utmost possible.

The banquets and receptions given Mr. Hoover on his present trip abroad are for the response of America's sons of the soil and the words of the premier, "But for the American foodstuffs that sustained our people this past season we could not have held out," show the effectiveness of the blows against the Kaiser that come from every humble grain field and every cramped backyard garden.

of goods essential to the welfare of our army which are now lying stranded in railroads all over the country simply because there are not enough locomotives to pull them to their destinations. The railroads of the great marine shipping ports, such as New York, are jammed full of cars waiting to be unloaded. As an illustration of this congestion, it is said that recently a motor truck loaded with freight shipment for Philadelphia left its New York terminal at 9 a. m., expecting to arrive in Philadelphia about noon, but so great was the congestion at the ferries that noon found the truck still waiting to be taken across the river at New York.

It is generally agreed that some solution must be found for this vital problem, and men all over the country have been devoting their time and thought to it. At the end of all the investigations, it was decided that the motor truck is the cheapest and most efficient method of relieving the situation. While motor trucks are impracticable for hauling freight for long distances, such as from here to New York, or from Chicago to New York, they can perform a most valuable service in taking care of all short-haul goods and thus leave only the long-distance hauling for the overworked railroads to do. While it is

much. Starting with Chattanooga as a center, the system will at first extend to the neighboring regions, perhaps as far north as Knoxville and as far south as Atlanta, with agencies at most of the small towns, at which the trucks will make stopovers to collect freight. However, Mr. Glaser stated that he intended at no very distant date to arrange for the shipment of goods, by relays of trucks, as far as Louisville in the north and Jacksonville in the south, and if this plan is realized, the system will tap the richest regions of the south, assuring them of certain transportation of their goods and products to market and opening up the resources of regions hitherto available only with difficulty. The entire equipment of the company is to be standardized, thus reducing delays and hitches in the system to a minimum, and a zone system is to be used for the fixing of rates. A glance at a map of the zones will be sufficient to determine the price to be charged for a shipment, and in this respect Mr. Glaser states that the new organization is far superior to those operating in the north, as it is said that the chief defect of the northern lines is their inability to co-ordinate on their rates. It is understood that the rates will be only slightly more than freight and considerably less than present express rates.

All kinds of shipments will be handled, and the division of all the territory covered by the system into five-mile zones will greatly simplify the rating of shipments. The venture has the unqualified approval of the Council of National Defense, and in a recent issue of a motor car journal it was announced that the department of agriculture will award to all truck lines which have been decided after investigation to be up to the required standards, an official seal, which will be displayed on the truck as evidence of the government's approval.

Mr. Glaser has recently returned from a trip through the north, where he investigated conditions in regard to the development of the motor truck idea, and he states that conditions are ripe for the opening up of the new line. The first truck was run on the new line last week, the initial trip being made to Dayton. A few weeks will see about eighteen trucks in operation, and Mr. Glaser states that he hopes to have at least one hundred running by the end of the year. A temporary terminal has been fitted up on Duncan avenue, but the near future will see the beginning of the erection of a permanent one on Market street. Of all the new undertakings which have chosen Chattanooga as their sponsor, the inauguration of the motor truck express seems to promise as much as any toward the development of the surrounding country, better co-operation with our neighbors, and the building up of a bigger and better dynamo of Dixie.

HOME DEMONSTRATION WORK. Home demonstration work, carried on as a part of the work centering in the office of the superintendent of county schools, has assumed an added importance this year, as the women of Hamilton county are making an especial effort to meet the wishes of the food administration not only in production, but in conservation as well. Mrs. J. B. Landess, home demonstration agent, reports that this year each community is organized under the woman's committee, Council of National Defense, and that these organizations include practically every existing agency which can be turned to war work, such as the Parent-Teachers' association, local Red Cross chapters, etc.



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